

Message Text

UNCLASSIFIED

PAGE 01 HELSIN 00459 041318Z

43

ACTION EUR-12

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R 041150Z MAR 75
FM AMEMBASSY HELSINKI
TO USDOC WASHDC
INFO SECSTATE WASHDC 8360
AMEMBASSY MOSCOW

UNCLAS HELSINKI 0459

E.O. 11652: N/A

TAGS: BEXP FI UR

SUBJ: U.S. COMMERCIAL EXHIBITION NASOSY 75, MOSCOW, USSR,
APRIL 1-10, 1975

REF: 1) A-931, FEBRUARY 12, 1975; 2) MOSCOW T-2124, FEB. 14, 1975

1. A REVIEW OF EMBASSY HELSINKI'S AGENCY FILES SHOWS THAT TWO THIRDS OF THE COMPANIES EXHIBITING AT NASOSY 75 AS LISTED IN A-931 ARE REPRESENTED IN FINLAND BY LOCAL COMPANIES.

2. U.S. EXHIBITORS MAY WISH TO INFORM THEIR FINNISH REPRESENTATIVES OF THEIR PARTICIPATION IN NASOSY 75. IN VIEW OF THE EXPERIENCE OF FINNISH COMPANIES IN DEALING WITH THE RUSSIAN MARKET, THEY MAY BE ABLE TO ASSIST THEIR U.S. PRINCIPALS IN FUTURE MARKETING EFFORTS. U.S. COMPANIES ARE SOMETIMES UNAWARE OF THE BENEFITS OF UTILIZING FINNISH EXPERTISE AND GEOGRAPHIC LOCATION.

3. A LIST OF U.S. COMPANIES AND FINNISH REPRESENTATION FOLLOWS. EMBASSY HELSINKI IS PREPARED TO NOTIFY FINNISH FIRMS DIRECTLY, BUT WONDERS IF IT MIGHT BE MORE EFFECTIVE AND PERHAPS MORE CORRECT BUSINESS PRACTICE IF THE INITIATIVE WERE TO COME FROM THE U.S. PRINCIPAL.

U.S. EXHIBITOR - FINNISH REPRESENTATIVE:
ABEX CORPORATION, DENISOV DIVISION - INSINOORITOIMISTO
RAIMO NARHI, HELSINKI;
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PAGE 02 HELSIN 00459 041318Z

ALLIS CHALMERS CORPORATION - KESKO; MERCANTILE;

INSTRUMENTARIUM, ALL IN HELSINKI;
ARMSTRONG MACHINE WORKS - J. HAARLA AND CO. KY., TAMPERE;
AMERICAN INSTRUMENTS CO. - INSTRUMENTARIUM, HELSINKI;
BARRETT HAENTJENS AND CO. - NO REPR.;
BORG WARNER CORPORATION - KESKO; OY MORUS AB; TALLBERG;
OY ALGOL AB; VESTEK, ALL IN HELSINKI;
CHICAGO PNEUMATIC, INC. - MERCANTILE, HELSINKI;
DELAVAL TURBINE - NO REPR.;
DRESSER INDUSTRIES - HANS PALSBO, HELSINKI;
ELLIOTT OVERSEAS CO. - NO REPR.;
GARLOCK INC. - MACHINERY OY (GARLOCK PACKING CO.)?;
INGERSOLL-RAND - ROTATOR OY, TAMPERE; OY POLYTRADE AB,
HELSINKI;
GENERAL ELECTRO MECHANICAL - NO REPR.;
INTERNATIONAL HARVESTER - SUOMEN MAANVILJELIJAIN KAUPPA
OY (SMK), TAMPERE; ROTATOR OY, TAMPERE; KY LAATUVAUNU,
HELSINKI;
JOY MANUFACTURING - EKSTROMIN KONELIIKE, HELSINKI;
FMC CORP. - WIHURI-YHTYMA OY, HELSINKI; OY HEDENGREN AB,
HELSINKI;
LABOUR PUMP CO. - NO REPR.;
METCO INC. - OY AGA AB, ESPOO;
MORRIS PUMPS INC. - SCANPUMP OY, HELSINKI;
NEW BRUNSWICK SCIENTIFIC CO., INC. - HAVULINNA; KEMISTIEN
OY; INSTRUMENTARIUM; KAUKOMARKKINAT, ALL IN HELSINKI;
SULLAIR COPR. - OY TAMPELLA AB, TAMPERE;
WELT INTERNATIONAL - NO REPR.
HOUSTON

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NNN

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